

Milton • Means Business

Bergsma's lights the way with expansion

By FANNIE SUNSHINE
The Champion

The decision to open Main Street Lighting was an easy one for Jeff Bergsma.

"There wasn't a lighting store in Milton," he simply explained.

Along with opening the lighting store, Mr. Bergsma recently converted Bergsma's Paint and Wallpaper on 194 Main St. into Bergsma's Home Decor, a Canadian Benjamin Moore signature store.

Both stores are under one roof, although two different signs — one for Bergsma's Home Decor and one for Main Street Lighting — sit side-by-side on the outside of the establishment.

"Some people who come in say they thought it was two different stores because of the way the signs are set up."

Walking in the door, customers will first come in contact with a variety of lamps and chandeliers.

"I went to Dallas (Texas) to the International Lighting Show to buy the unique fixtures," said Mr. Bergsma, who went into business with his brother Peter. "Customers have told me they've spent months travelling and couldn't find one fixture, and they come in here and see three or four fixtures they like right away."

Although Main Street Lighting has been open less than a month, the response has been overwhelming, he said.

"We've had a lot of good response from the public, a lot of compliments. I had no hesitation at all to open the store because I knew there was a need for this type of store in town."

The expansion began in December and was completed by the end of March.

"People will drive by, stop and turn around. We have a stunning new store front."

Besides selling a variety of lighting fixtures, customers can find paint, wallpaper and borders, lighting, window coverings, home decorating accessories and supplies in the 4,800-square-foot



Photo by GRAHAM PAINE

Brothers Peter (left) and Jeff Bergsma say the response to their new lighting business has been overwhelming.

store.

"It's a complete decorating service."

He said he believes downtown businesses need

to set an example of the high quality products and services the stores can offer customers.

"Over the past 17 years, we have developed a

very strong customer base in the Milton area but we know that to attract and hold new customers

— we need to be innovative."

New veterinary hospital opens in town's east end

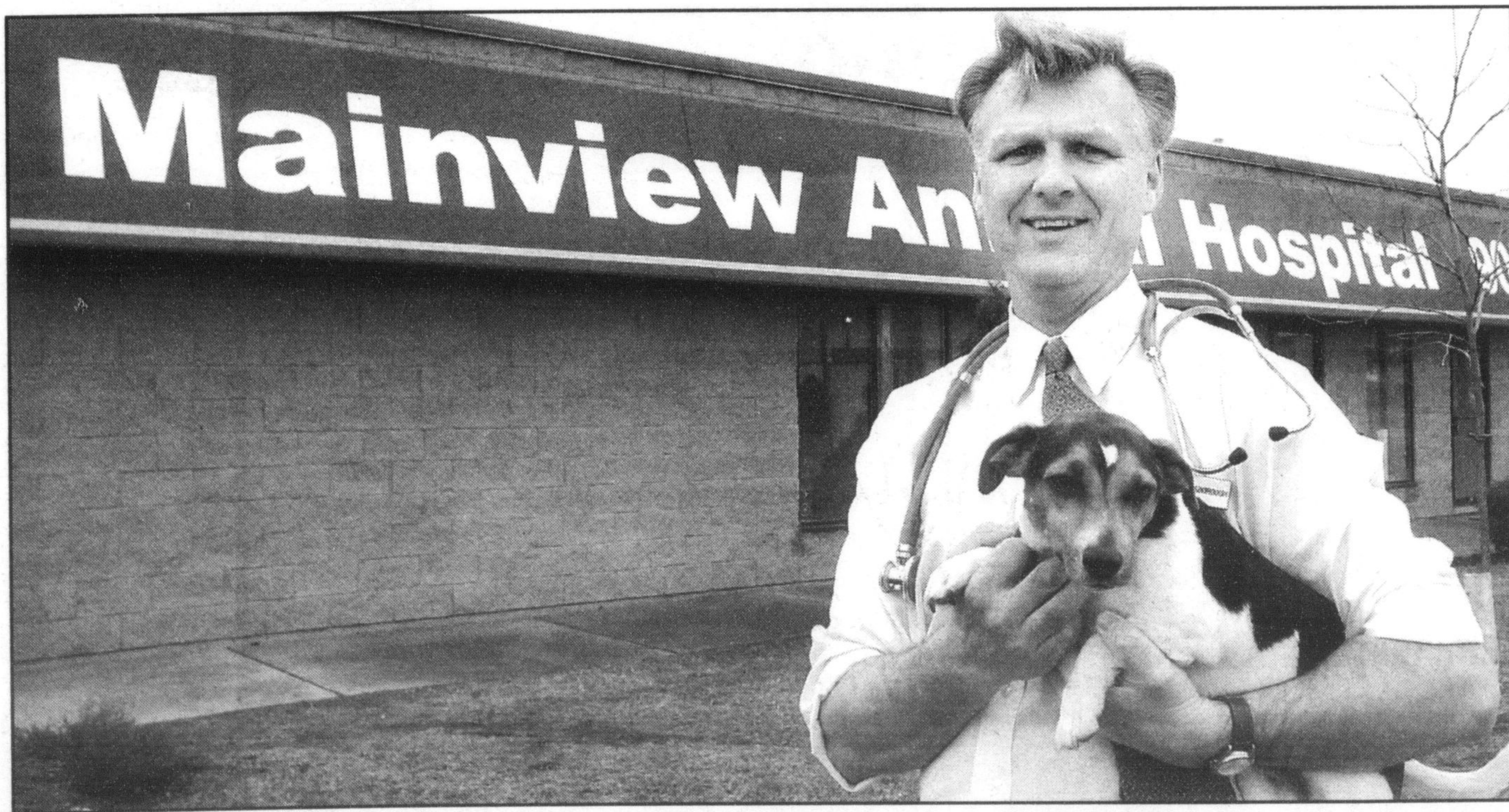


Photo by GRAHAM PAINE

Dr. Larry Landsborough opened his new animal hospital yesterday. Here, he poses with his dog Macey.

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Larry Landsborough loves animals.

So it comes as no surprise the veterinarian has opened his own practice in town.

The clinic, Mainview Animal Hospital, opened yesterday at 17 Wilson Dr.

"I've worked in Milton (as a veterinarian) for some time and I decided I wanted my own business," said Dr. Landsborough, who's been in veterinary medicine for nine years.

"People can bring in their cats and dogs, and exotic animals such as ferrets, rabbits and guinea pigs for treatment."

The clinic offers vaccines, surgery, dentistry, X-rays, grooming and day care services. The clinic is also wheelchair accessible.

"It's not a boarding clinic," Dr. Landsborough said.

A licenced veterinary technician is also on staff. And as his practice grows, he added, assistant veterinarians will be hired on.

"I've always loved medicine and I've owned pets all my life," he said, when asked why he chose to work in the field of veterinary medicine.

"I like associating with the clients and the pets. There's not really a downside to my job."

In fact, Dr. Landsborough likes his job so much he hasn't taken a vacation in more than three years.